

## Message Text

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PAGE 01 TEHRAN 08432 300844Z

21 11

ACTION NEA-12

INFO OCT-01 AF-10 ARA-16 EA-11 EUR-25 RSC-01 IO-14 ISO-00

DRC-01 CCO-00 SSO-00 NSCE-00 INRE-00 USIE-00 CIAE-00

DODE-00 PM-07 H-03 INR-10 L-03 NSAE-00 NSC-10 PA-04

PRS-01 SPC-03 SS-20 ACDA-19 AID-20 EB-11 CIEP-02

TRSE-00 STR-08 OMB-01 CEA-02 COME-00 FRB-02 XMB-07

OPIC-12 LAB-06 SIL-01 SCEM-02 INT-08 SCI-06 FPC-01

/260 W

----- 122977

O R 300815Z NOV 73

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC NIACT IMMEDIATE 4649

INFO AMEMBAPSY ABU DHABI

AMEMBASSY CARACAS

AMEMBASSY JAKARTA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LAGOS

AMEMBASSY LONDON

AMEMBASSY TRIPOLI

AMEMBASSY TUNIS

USMISSION OECD PARIS

USMISSION EC BRUSSELS

AMONSUL DHAHRAN 1301

C O N F I D E N T I A L TEHRAN 8432

E.O. 11652: GDS

TAGS: ENRG, IR

SUBJECT: IRAN TO SELL OIL BY TENDER

1. OIL INDUSTRY SOURCES SHOWED EMBOFF CABLE THEY RECEIVED FROM  
NIOC AFTERNOON NOV 29 INVITING BIDS FOR 470,000 B/D OF NIOC CRUDE

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PAGE 02 TEHRAN 08432 300844Z

DURING PERIOD JAN 1 TO JUNE 30, 1974. BY DEC 10 BIDDERS MUST

DELIVER BIDS SPECIFYING QUANTITY AND PRICE AND DEPOSIT FIVE PERCENT OF VALUE OF BID IN NEW YORK BANK AS GUARANTEE. NO GUIDELINES ON MINIMUM PRICE WERE GIVEN. FINAL CONTRACTS ARE TO BE SIGNED DEC 20.

2. COMMENT: GOI (POSSIBLY AT LEVEL ABOVE NIOC) HAS CLEARLY BEEN TEMPTED BY APPARENT RESULTS OF TUNISIAN AND NIGERIAN TENDERS. QUANTITIES INVOLVED(150,000 B/D OF IRANIAN LIGHT, 150,000 B/D OF HEAVY AND 170,000 OF OFFSHORE OIL) SUGGEST NIOC HAS SUBTRACTED FROM ITS TOTAL AVAILABILITIES ONLY ITS COMMITMENTS TO SOUTH AFRICA (40,000 B/D) AND MADRAS (25,000 B/D) REFINERIES. ALL THE REST IS UP FOR TENDER, THOUGH ON THE BASIS OF WHAT APPEARS TO BE A SOMEWHAT CONSERVATIVE ESTIMATE OF OFFSHORE PRODUCTION. THUS EVEN ASHLAND AND EAST ECOPE BARTER OIL APPARENTLY NOT EXCEPTED FROM TENDER. NIOC DID INFORM BIDDERS VERBALLY THAT BIDDERS WITH HISTORY OF DEALINGS WITH NIOC WOULD BE GIVEN SOME ADVANTAGE.

3. EMBOFF HAS APPOINTMENT WITH DR. MINA OF NIOC ON MOAING OF DEC 1 AND WILL ATTEMPT OBTAIN MORE DETAILS AT THAT TIME.  
HELMS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, PETROLEUM, POLICIES, PROPOSALS (BID), CENTRAL GOVERNMENT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 30 NOV 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973TEHRAN08432  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** n/a  
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**Original Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 DEC 2001  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** IRAN TO SELL OIL BY TENDER  
**TAGS:** ENRG, IR  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005